

## Message Text

UNCLASSIFIED

PAGE 01 TOKYO 01296 280707Z  
ACTION EB-08

INFO OCT-01 EA-09 ISO-00 SS-15 LAB-04 /037 W  
-----281230Z 082251 /23-12

R 280630Z JAN 77  
FM AMEMBASSY TOKYO  
TO SECSTATE WASHDC 5085  
USDOC WASHDC  
INFO AMEMBASSY BANGKOK  
AMEMBASSY CANBERRA  
AMEMBASSY KUALA LUMPUR  
AMEMBASSY MANILA  
AMEMBASSY RANGOON  
AMEMBASSY SEOUL  
AMEMBASSY SINGAPORE  
AMEMBASSY SUVA  
AMEMBASSY TAIPEI  
AMEMBASSY WELLINGTON  
473#?-/AMEMBASSY PAPUA 0001  
AMCONSUL AUCKLAND  
AMCONSUL BRISBANE  
AMCOOSUL MELBOURNE  
AMCONSUL PERTH  
AMCONSUL HONG KONG  
AMCONSUL SYDNEY  
AMCONSUL SURABAYA

UNCLAS TOKYO 1296

E.O. 11652: N/A  
TAGS: BEXP, OCON, SN  
SUBJECT: EAST ASIA COMMERCIAL OFFICERS CONFERENCE

REF: STATE 10554

1. TOKYO IS HAPPY THAT CONFERENCE WILL CONSIDER ORGANIZA-  
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TION AND MANAGEMENT OF ECONOMIC/COMMERCIAL SECTIONS. WE  
NOTE, HOWEVER, THAT UNDER THIS AGENDA ITEM SUBJECTS TO BE  
DISCUSSED RELATE EXCLUSIVELY TO TRADITIONAL  
COMMERCIAL SIDE OF SECTIONS.

2. WE HOPE DISCUSSION WILL INCLUDE MANAGEMENT OF INTE-  
GRATED E/C SECTION, WITH WHICH TOKYO HAS HAD EXPERIENCE  
SINCE APRIL 174. WE ARE PLEASED WITH OUR INTEGRATED

ECONOMIC/COMMERCIAL SECTION AND BELIEVE IT IS WORTHY OF CONSIDERATION BY OTHERS. ALL OUR OFFICERS REGULARLY PERFORM BOTH CLASSIC ECONOMIC AND COMMERCIAL WORK. WE FEEL THIS PATTERN OF ORGANIZATION REFLECTS REALITY OF CURRENT SITUATION IN WHICH ALL OFFICERS SHOULD BE PROMOTING U.S. EXPORTS BUT, AT SAME TIME, SHOULD BE AWARE OF ECONOMIC/POLITICAL CONTEXT IN WHICH TRADE PROMOTION TAKING PLACE.

3. THIS PATTERN OF ORGANIZATION HELPS ASSURE NO ONE FEELS LIKE A SECOND-CLASS CITIZEN, TRAINS OFFICERS FOR BROADENED SETS OF DUTIES AT SUBSEQUENT POSTS, PROVIDES A LARGER POOL OF COMMERCIALLY-ORIENTED OFFICERS WHO CAN ATTACK TARGETS OF EXPORT OPPORTUNITY AS THEY ARISE. IN ADDITION, THE CONCEPTUAL INTEGRATION FACILITATES ENLISTING OFFICERS FROM OTHER SECTIONS IN EXPORT EXPANSION EFFORT, AND PRODUCES LARGER POOL OF OFFICERS TO DRAW UPON IN TIMES OF STRESS.

4. TOKYO REPS WILL BE PREPARED DISCUSS SUBJECT IN MORE DETAIL.

HODGSON

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 28-Jan-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770031-0483  
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**Litigation History:**  
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**Office:** ACTION EB  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 STATE 10554  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 15-Sep-2004 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
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**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3617731  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** EAST ASIA COMMERCIAL OFFICERS CONFERENCE  
**TAGS:** BEXP, OCON, SN  
**To:** STATE COM  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009